



NEWS RELEASE

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SBA NAMES JUNE AND RONALD STEIN SMALL BUSINESS PERSON FINALISTS

SANTA ANA, Calif - June and Ronald Stein, President and Vice President of Business Development for Principal Technical Services, Inc. (PTS) and residents of Lake Forest, CA are the Small Business Person finalists of the Year 2004 of the U.S. Small Business Administration (SBA) Santa Ana District Office. The Steins were nominated by Michael Roessler, Director of the Orange County Small Business Development Center (OCSBDC) for their "phenomenal growth."

June and Ronald Stein started PTS in 1995 with a simple concept. Driven by uncertain economic times and gloomy job prospects in the field of engineering and project management, June and Ron took their talents in human resources and management and created a temporary help agency which serves the technical staffing needs of companies throughout California. With the assistance of an SBA guaranteed loan, which provided start up working capital "seed" money, PTS has grown to become a leading regional provider of engineering and professional staffing outsource solutions. PTS takes an active role in educating their clients on the most innovative, cost-effective methods to streamline and integrate staffing, human resources and payroll functions.

PTS has enjoyed eight years of consistent growth. Sales revenues increased from \$3.5 million in the full first year of operations in 1996 to \$15.6 million in 2003. Total sales from 1995 through 2002 were in excess of \$63 million. In terms of employment, PTS has grown from 1 employee to a staff of 200 worksite employees and three satellite offices in San Diego, Anaheim, and Santa Clarita.

PTS's growth has drawn in the rest of the Stein family members. By the end of 1997, PTS had 60 worksite employees and June and Ron realized they could no longer handle the

business alone. In 1998, the Steins' son Russell, left his career as a CPA with a "Big Six" accounting firm to handle finance and operations for what was now a fast-growing family business. In 2002, the Steins' younger son David, who has a background in computers, also joined PTS.

The company's liberal employee benefits package and transparent billing policies have generated impressive support for PTS from both employees and clients. Their word-of-mouth testimonials and industry credentials continue to give PTS a competitive edge in the staffing industry and have created long-term goodwill for the company to continue to grow and develop. They have received numerous awards, among them the 2001 Ernst & Young Entrepreneur of the Year in the Human Resources category, and they were ranked #143 on the 2000 Inc. 500 list of America's fastest-growing companies.

June and Ronald Stein will be honored locally at the SBA's Small Business Awards Luncheon on May 26, 2004, at the Grove of Anaheim, in the City of Anaheim, CA as part of a nationwide salute to small business. For further information on the luncheon contact the Orange County Small Business Development Center at (714) 564-5200.

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